

# ILLINOIS SMALL BUSINESS WEEK



U.S. Small Business Administration

## Monday, May 2

9:00 am – 10:00 am

**Webinar: SBA One Loan Processing - Loan Origination System (LOS) for Lenders**

Contact: [patrick.piorkowski@sba.gov](mailto:patrick.piorkowski@sba.gov)  
(312) 353-5060

## Monday, May 2

9:00 am – 10:30 am

**SBA Certification Program**  
Where: 2525 Cabot Drive, College of DuPage, Lisle, IL 60532

Contact: [donald.pellico@sba.gov](mailto:donald.pellico@sba.gov)  
(312) 353-3962

## Monday, May 2

9:30 am – 10:30 am

**Affordable Care Act**

**Webinar**

Where: (888) 858-2144

Access Code: 8183112

<http://tinyurl.com/qbl6wc2>

Contact: [carole.harris@sba.gov](mailto:carole.harris@sba.gov)

(312) 353-4003

## Monday, May 2

10:00 am – 11:00 am

**Webinar: Starting Your Business in Oregon, Byron and Rochelle, IL**

Where: (888) 858-2144

Access Code: 8183112

<http://tinyurl.com/qbl6wc2>

Contact: [carole.harris@sba.gov](mailto:carole.harris@sba.gov)

(312) 353-4003

## Monday, May 2

10:00 am – 4:00 pm

**Information on SBA Illinois Programs Services and Business Resources**

Where: Chicago Public Library, Harold Washington Center, 400 S. State, Main Floor Chicago, IL

Contact: [carole.harris@sba.gov](mailto:carole.harris@sba.gov)

(312) 353-4003

## Monday, May 2

11:00 am – 12:00 pm

**Webinar: Taking Your Business Global**

Where: (888) 858-2144

Access Code: 8183112

<http://tinyurl.com/qbl6wc2>

Contact: [carole.harris@sba.gov](mailto:carole.harris@sba.gov)

(312) 353-4003

## Monday, May 2

11:00 am – 1:00 pm

**"Measuring Your Marketing: How to Use Reports and Analytics to Evaluate Your Marketing Campaigns"** Hosted by the Illinois SBDC at Champaign County E.D.C.

Link: <http://goo.gl/BbbYow>

Facebook event:

<https://www.facebook.com/events/1721529478128719/>

## Monday, May 2

5:00 pm – 7:00 pm

**Introduction to SBA Programs and Services**

Featuring: IL SBDC at the Joseph Center

Where: Hillside Public Library, 405 Hillside

Avenue, Hillside, IL 60162

Contact: [phyllis.shelton@sba.gov](mailto:phyllis.shelton@sba.gov)

(312) 353-4519

## Tuesday, May 3

8:00 am – 11:00 am

**The IL SBDC at Waubensee Community College Presents:**

**"The Big Idea: Marketing Workshop" (\$52.69)**

Featuring: Jacqueline Camacho-Ruiz

Where: Waubensee Com College Aurora Campus, Room 160, 18

S River St, Aurora

Link: <https://goo.gl/pkhDoW>

## Tuesday, May 3

8:00 am – 5:00 pm

**Small Business Week Workshops**

Belleville SCORE, Southern Illinois

University/Edwardsville SBDC, Chambers of Commerce

from Belleville, Troy, O'Fallon, Collinsville,

Swansea/Fairview Heights

Where: Lindenwood University, 1101 Eastport Plaza Dr.,

Collinsville, IL

Contact: [valerie.ross@sba.gov](mailto:valerie.ross@sba.gov)

217/793-5020

## Tuesday, May 3rd

8:30 am – 9:30 am

**"Info Session: Champaign's Small Business**

**Incentive Program"** Hosted by the Illinois SBDC at

Champaign County E.D.C.

Link: <http://www.cusbd.org/info-session->

[champaignsmall-business-incentive-program/](http://champaignsmall-business-incentive-program/)

Facebook event:

<https://www.facebook.com/events/266493770355877/>

## Tuesday, May 3

9:00 am – 10:30 am

**"Code with business purpose, and avoid waste: An overview of the SCRUM framework"** Presented by IL SBDC at

the IL Hispanic Chamber of Commerce

Where: 1871 - 222 W Merchandise Mart

Plaza #1212, Chicago, IL 60654

Link: [Tech Tuesday](http://Tech Tuesday)

## Tuesday, May 3

9:30 am – 12:00 pm

**Veterans: Doing Business with the Federal Government**

Where: SBA Illinois District Office

500 W. Madison, Suite 1150

Contact: [ronald.miller@sba.gov](mailto:ronald.miller@sba.gov)

(312) 353-7076

## Tuesday, May 3

10:00 am – 11:00 am

**Webinar: Starting your Business in**

**Kankakee, Bourbonnais, Momence IL**

Where: (888)-858-2144

Access Code: 5292351#

<http://tinyurl.com/oo6hnn9>

Contact: [phyllis.shelton@sba.gov](mailto:phyllis.shelton@sba.gov)

(312) 353-4519

## Tuesday, May 3

10:00 am – 11:00 am

**Webinar: Taking Your Business Global**

Where: (888) 858-2144

Access Code: 8183112

<http://tinyurl.com/qbl6wc2>

Contact: Carole Harris

(312) 353-4003

## Tuesday, May 3

11:00 am – 2:00 pm

**SBA Resources Workshop**

Where: Mt. Prospect Public Library,

10 S Emerson Street, Mount Prospect, IL

Contact: [stephen.konkle@sba.gov](mailto:stephen.konkle@sba.gov)

(312) 886-4208

## SBA Illinois

## Small Business Expo

Willis Tower, Chicago, IL

May 6, 2016

### Illinois Small Business Awards Luncheon

Join us to recognize the Small Business Person of the year, Small Business Exporter of the year Award, and SBA Lender Award. Winners at our luncheon and awards ceremony from 12:00 – 2:00 p.m.

### Small Business Resource Fair (9 a.m. – 3 p.m.)

Single point of access to broad range of small business resources including Small Business Development Centers, SCORE, Women's Business Development Center, Procurement Technical Assistance Centers, Veteran Business Outreach Center and SBA lending partners.

### Lenders Summit

Join SBA lenders for a day of informative workshops about SBA's latest programs followed by an awards luncheon. Lender program runs from 9:00 a.m. – 3:00 p.m.

Keynote Speaker Douglas Kramer,  
SBA Deputy Administrator

Program Registration 9:00 a.m. – 10:00 a.m.

Luncheon/Keynote 12:00 p.m. - 2:00 p.m.

Click here for [Lunch tickets and registration](#) for all of the above events or contact Lenore Rodgers at (312) 353-4385

### SBA Midwest Export Lender Roundtable

Join fellow lenders to learn how SBA's export finance products can improve your bottom-line.

10:00 a.m. – 3:30 p.m.

For Export program only

[Register Here](#) or  
Contact Dennis Foldenauer  
at (312) 953-8054

AMERICA'S  
**SBDC**  
ILLINOIS

**SCORE**  
FOR THE LIFE OF YOUR BUSINESS

# ILLINOIS SMALL BUSINESS WEEK

## SBA Illinois – Small Business Person of the Year 2016 Dwayne Jackson, Software Tech Enterprises (STE), Inc.

Software Tech Enterprises (STE) is an innovative Information technology solutions and services provider, supporting federal agencies and companies in the public and private sectors. Under Dwayne Jackson's leadership, STE has established itself as a premier IT company. He attributes STE's sustainable growth to the SBA, its 8(a) Business Development program and its cadre of resource partners that have provided Mr. Jackson with the guidance needed that compliments his 25 years of experience in the industry. STE is the recipient of the 2015 DHS Small Business Achievement Award. This minority-owned information technology firm headquartered in Matteson, IL merits the top honors for Illinois 2016 Small Business of the year award due to Mr. Jackson's outstanding contributions to the small business community and STE's innovative Radiation Portal Monitor technology used to protect U.S. Ports of Entry from terrorist attacks. "Dwayne Jackson embodies qualities commonly found in successful entrepreneurs: a keen vision of what can be, a strong commitment to business and community and a willingness to take risks necessary to move forward," said Robert Steiner, SBA Illinois District Director.

### Tuesday, May 3

11:30 am – 12:15 pm

**Federal Employees: Starting a Business after Retirement.** Learn the basic requirements to start your dream business after retirement.

Where: Metcalf Building, 77 W. Jackson Street, Chicago Illinois 60604

Contact: [carole.harris@sba.gov](mailto:carole.harris@sba.gov)  
(312) 353-1825

### Tuesday, May 3

12:00 pm – 1:00 pm

**"Advertising Your Business on Google," Presented by the Illinois SBDC at the University of Illinois at Chicago**

Where: Illinois SBDC at UIC, 815 W. Van Buren St., Suite 400, Chicago, Illinois 60607

Free Register now at:  
[bit.do/ILSBDCUIC0503](http://bit.do/ILSBDCUIC0503)

### Tuesday, May 3

6:00 pm – 8:00 pm

**Illinois SBDC at McHenry County College Presents "Starting Your Business in Illinois"**

Where: Shah Center, 4100 West Shamrock Lane, McHenry, Illinois

Cost: \$35  
Call to Register: 815-455-6098

### Wednesday, May 4th

8:30 am – 9:30 am

**"Info Session: Urbana Business Grant Programs" Presented by the Illinois SBDC at Champaign County E.D.C.**

Link: <http://www.cusbdc.org/info-session-urbanabusiness-grant-programs/>

Facebook event:  
<https://www.facebook.com/events/1718745165034352/>

### Wednesday, May 4

9:00 am – 12:00 pm

**Lender Forum Hosted by the Illinois SBDC at William Rainey Harper College**

Where: Harper Professional Center, 650 E. Higgins Road, Suite 18N, Schaumburg, Illinois 60173

Cost: Free  
Register Now: <http://goo.gl/XO5qYF>

### Wednesday, May 4

9:30 am – 11:00 am

**Strategies for Doing Business with GSA**

Where: Illinois District Office  
500 West Madison, Suite 1150 Chicago, IL  
Contact: [rosalyn.pulman@sba.gov](mailto:rosalyn.pulman@sba.gov)  
(312)-353-5037

### Wednesday, May 4

10:00 am – 11:00 am

**Webinar: Financing for Rural Entities in Galesburg, Pontiac, Streator, and Morris IL**

Where: (888) 858-2144

Access Code: 8183112

<http://tinyurl.com/qbl6wc2>

Contact: [carole.harris@sba.gov](mailto:carole.harris@sba.gov)  
(312) 353-4003

### Wednesday, May 4

10:00 am – 11:00 am

**Webinar: Business Benchmarking, Planning and Market Research**  
Tools to target the right markets.

Where: (888) 858-2144

Access Code: 8183112

<http://tinyurl.com/qbl6wc2>

Contact: [carole.harris@sba.gov](mailto:carole.harris@sba.gov)  
(312) 353-4003

### Wednesday, May 4

10:00 am – 11:30 am

**Government Contracting 101**  
**How to do business with the Federal government.**

Where: Joliet Junior College,  
1215 Houbolt Road Joliet, IL 60431

Contact: [donald.pellico@sba.gov](mailto:donald.pellico@sba.gov)  
(312) 353-3962

### Wednesday, May 4

10:00 am – 12 noon

**8(a) Program Workshop**

Learn how your business can benefit from SBA's 8(a) Program

Where: Blue Island Library, 2433 York St, Blue Island, IL 60406

Contact: [lolitha.mckinney@sba.gov](mailto:lolitha.mckinney@sba.gov)  
(312) 353-5850

### Wednesday, May 4

3:30 pm – 5:00 pm

**Illinois SBDC at IHCC Presents: "Design a Dynamic Sales Management System with GrowthWheel."**

Where: 1871 – 222 W. Merchandise Mart Plaza #1212, Chicago, IL 60654

Link: [StartUp Wednesday](http://StartUpWednesday.com)

### Thursday, May 5

7:45 am – 9:00 am

**SBW Awards Breakfast Illinois SBDC at Danville Area CC(\$15.00)**

Where: Danville Country Club, 2718 Denmark Rd., Danville, IL 61834

Registration Email: [sbdc@dacc.edu](mailto:sbdc@dacc.edu)  
Contact: [valerie.ross@sba.gov](mailto:valerie.ross@sba.gov)  
(217) 793-5020 x108

### Thursday, May 5

8:00 am – 10:00 am

**"Creating the Right Culture for Innovation and Growth," Presented by the Illinois SBDC at Elgin Community College**

Where: Elgin Community College, 1700 Spartan Drive, Building E, Room E108, Elgin, Illinois 60123

Cost: Free  
Please contact Linda Hofstedt at 847-214-7488 to register by 4/28/16

### Thursday, May 5

8:30 am – 10:00 am

**"How to Best Promote Your Company Through Media," Presented by the Illinois SBDC at SIU-Carbondale**

Where: Illinois SBDC at SIU-C, 1740 Innovation Drive, Carbondale, Illinois 62901  
Call to Register: 618-536-2424

### Thursday, May 5

8:30 am – 4:30 pm

**"Small Business Success in Lake County," Hosted by the Illinois SBDC at the College of Lake County**

Where: Holiday Inn Gurnee Convention Center, 6161 West Grand Avenue, Gurnee, Illinois 60031

Link: <http://goo.gl/e3okfi>

### Thursday, May 5

11:00 pm – 12:30 pm

**Open House: Chicagoland SBDC's, WBDC, SCORE and Illinois SBA District Office**

Where: 500 West Madison, 2nd floor Concourse,

Contact: [rosalyn.pulman@sba.gov](mailto:rosalyn.pulman@sba.gov)  
(312)-353-5037

### Thursday, May 5

12:00 pm – 1:00 pm

**"Webinar: Access Your Business: Introduction to the GrowthWheel Tools," Presented by the Illinois SBDC at the WBDC**

Cost: Free  
Link: <http://bit.ly/1PYL8lt>

### Thursday, May 5

6:00 pm – 8:00 pm

**"Starting Your Business in Illinois,"**

Hosted by the Illinois SBDC at Lincoln Land Community College

Where: LLCC Capital City Training Ctr, 130 West Mason Street, Springfield, IL Cost: Free  
Call to Register: 217-544-7232

### Thursday, May 5

6:00 pm – 9:00 pm

**"Starting Your Business in Illinois,"**

Hosted by the Illinois SBDC at Waubesa Community College

Where: 18 South River Street, Rm 223, Aurora, IL

Cost: \$35

Call to register: 630-906-4143

### Friday, May 6

8:30 am – 10:30 am

**"Think Like Private Equity: How Small Businesses Can Growth via Acquisition" Presented by the IL SBDC at IHCC**

Where: Dignitas, 111 E. Upper Wacker Drive, Suite 2606, Chicago, IL 60601

Link: <http://bit.ly/22i6uro>

### Friday, May 6

9:00 am – 10:00 a.m.

**"Intro to Exporting" Presented by the IL SBDC International Trade Center at NORBIC**

Where: 8420 W. Bryn Mawr Ave, Chicago, IL 60631, 1st Floor

Conference center  
Cost: Free  
Call to register: 773-594-9292

### Friday, May 6

9:30 am – 3:00 pm

**SBA Illinois Lender Summit and Awards, SBA Illinois Small Business Person and Exporter of the Year, and SBA Internal Trade Events.**

Where: Willis Tower, 233 South Wacker Drive, Chicago, IL

[www.sba.gov/it](http://www.sba.gov/it) (312) 353-4528

### Friday, May 6th

11:00 am – 1:00 pm

**"SBDC Workshop: Starting Your Business in Illinois"**

Hosted by the Illinois SBDC at Champaign County E.D.C.

Link: <http://www.cusbdc.org/an-overview-of-expanding-into-the-international-market/>

Facebook event:

<https://www.facebook.com/events/595082063990717/>

### Friday, May 6

12:00 pm – 1:00 pm

**"Look Great in the Inbox"**

Hosted by the Illinois SBDC at the University of Illinois at Chicago

Where: Illinois SBDC at UIC, 815 West Van Buren Street, Suite 400, Chicago, Illinois, 60607

Free Register [Now](http://Now)

### Friday, May 6

12:00 pm – 1:00 pm

**"Accelerate Your Cash-flow: Tips on Cash Management"**

by the Illinois SBDC at the Women's Business Development Center

Where: WBDC

Link: <http://bit.ly/22i6uro>

### Friday, May 6

1:00 pm – 4:00 pm

**"Entrepreneurship for the Disabled" Presented by the IL SBDC at NORBIC**

Where: Department of Disability and Human Development,

University of IL Chicago, 1640 West Roosevelt Rd. (MC 626)

Chicago, Illinois 60608

Seating is limited. Contact Andrew Fogarty 773-594-9292 x110

### Friday, May 6

1:30 pm – 3:00 pm

**How to Develop a Business Plan**

Where: Illinois District Office

500 West Madison, Chicago, IL  
Contact: [phyllis.shelton@sba.gov](mailto:phyllis.shelton@sba.gov)

(312) 353-4519

## SBA Illinois District – Exporter of the Year 2016 Sophia Fouzia Leaquedi, AMEROC EXPORT, Inc.

Sophia Leaquedi launched Ameroc Export, Inc. (AEI) in 2011. She believed that Chicago was the perfect international city that provided opportunity to export U.S. goods and services abroad. As a native Moroccan, Sophia honed her skills exporting various goods to Morocco. As she continued to position AEI for growth, Sophia found export sales opportunities in countries that signed free trade agreements with the United States. Praised for her business acumen and her passion to promote and export U.S. products abroad, Sophia has been able to show other U.S. companies how to export products and services and translate those exporting opportunities into millions of dollars. Working closely with the United States Small Business Administration, the United States Export Assistance Center, and the Illinois International Trade Center at Governors State University, Sophia was able to increase AEI's market share in 12 other countries by reducing risks, identifying potential issues, and spotting sales opportunities.